

## Message Text

CONFIDENTIAL

PAGE 01 MANILA 00955 190603Z  
ACTION PM-05

INFO OCT-01 EA-10 ISO-00 SS-15 NSC-05 SP-02 OMB-01  
TRSE-00 EB-08 COME-00 AID-05 IGA-02 ACDA-12 MCE-00  
L-03 /069 W  
-----052289 190611Z /17

P 190351Z JAN 78  
FM AMEMBASSY MANILA  
TO SECSTATE WASHDC PRIORITY 526  
INFO SECDEF WASHDC PRIORITY  
JCS PRIORITY  
CINCPAC PRIORITY  
CINCPACREPPHIL PRIORITY

C O N F I D E N T I A L MANILA 0955

E.O. 11652: GDS  
TAGS: MASS, RP  
SUBJ: INTERNATIONAL TECHNICAL PRODUCTS CORPORATION (ITPC) RADAR  
PROJECT

REF: MANILA 18926

1. SUMMARY. ITPC RELS BELIEVE USG IS PLANNING COMPLETING  
OFFER TO \$26 MILLION ITPC RADAR DEAL PENDING WITH GOP.  
ITPC PLANS TO FIGHT THIS IN WASHINGTON. END SUMMARY.

2. ITPC VICE PRESIDENT REICHENBACH AND REGIONAL  
REPRESENTATIVE CARDIFF CALLED ON DCM JANUARY 18 TO  
REPORT ON MEETING THEY HAD JANUARY 13 WITH DEFENSE  
SECRETARY ENRILE. ACCORDING TO REICHENBACH AND CARDIFF,  
ENRILE MADE FOLLOWING POINTS ABOUT PENDING \$26 MILLION  
ITPC DEAL FOR RADAR POSTS.

A. THE DEAL IS BEING HELD UP BY MARCOS BECAUSE  
SOMETIME AGO ADM. WEISNER TOLD MRS. MARCOS THAT USG  
COULD PROVIDE GOP RADAR IT NEEDS WITHIN SIX MONTHS  
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 MANILA 00955 190603Z

FROM TIME REQUESTED.

B. ENRILE TOLD MARCOS THAT THIS WAS UNREALISTIC AND  
ITPC COMMERCIAL DEAL SHOULD GO FORWARD BECAUSE THE  
AFP NEEDS THE RADAR NOW.

C. MARCOS SAID TO WAIT FOR USG OFFER IN CONNECTION  
WITH BASE DISCUSSIONS. IN THIS REGARD, ENRILE OBSERVED  
THAT A US TECHNICAL TEAM WOULD COME TO MANILA LATER

THIS MONTH TO MAKE AN OFFER ON RADAR.

3. REICHENBACH IS FLYING TO WASHINGTON JANUARY 19 TO MEET WITH REPS OF US COMPANIES INVOLVED IN THE ITPC RADAR DEAL (ITT, CUTLER-HAMMER AND GLENKIRK-ELECTRIC) WITH A VIEW TO PUTTING PRESSURE ON THE USG NOT TO COMPETE WITH THE ITPC OFFER. REICHENBACH NOTED THAT IF THE USG IS TO COMPETE IT SHOULD NOT MAKE UNREALISTIC ASSERTIONS AS TO WHAT IT CAN DO; FOR EXAMPLE PROVIDE SATISFACTORY RADARS IN SIX MONTHS. REICHENBACH SAID HE INTENDED TO SEEK APPOINTMENT WITH ASST. SEC. HOLBROOKE.

4. COMMENT: DCM HEARD OUT ITPC REPRESENTATIVES AND PROMISED TO REGISTER THEIR CONCERNS. HE DISCLAIMED KNOWLEDGE OF ALLEGED USG RADAR OFFER AND DID NOT CONFIRM ASSERTAIONS ABOUT BASE DISCUSSIONS, SURVEY TEAM, ETC.  
NEWSOM

CONFIDENTIAL

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** RADAR, MONITORING FACILITIES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 jan 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978MANILA00955  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780028-0276  
**Format:** TEL  
**From:** MANILA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780146/aaaabmdy.tel  
**Line Count:** 81  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 47e93be2-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION PM  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 MANILA 18926  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 03 may 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3748545  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INTERNATIONAL TECHNICAL PRODUCTS CORPORATION (ITPC) RADAR PROJECT  
**TAGS:** MASS, RP  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/47e93be2-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014